

Prospect Name	1:1 You invited them to see more	Critical 1st Step		This is a MUST! Get them in the GREEN					Touchdown		Result	
		Product in their body PLUS literature	They viewed your team's online video	They watched a Business Webinar or listened to a Conference Call	You did a 3-Way Call with your leader	You did a 2-on-1 Appointment with your leader	They came to an in-home Mixer	They attended a Distributor Training	They came to a Large Group Event	They attended Success School	They became a Distributor at 20-30% OR Retail	They reached Advisor 40%
1 ex. Brian	X	X	X		X		X	X	X	X		X
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